

Message Text

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PAGE 01 STATE 126091
ORIGIN NEA-10

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-----020255Z 029535 /65

R 012003Z JUN 77
FM SECSTATE WASHDC
TO AMEMBASSY KUWAIT
AMEMBASSY JIDDA

UNCLAS STATE 126091

JIDDA PASS RIYADH

E.O. 11652: N/A

TAGS: BEXP, BTRA, KU, SA

SUBJECT: BUSINESS TRAVEL: CREIGHTON REED, MIDDLE EAST
AND EXPORT SALES MANAGER OF KNOLL INTERNATIONAL

1. REED WILL BE TRAVELING TO ADDRESSEE POSTS AS INDICATED
BELOW. HE WILL BE ACCOMPANIED BY JOHN GATCH AND MOHAMED
SALEH OF THE SITRA CORPORATION. PURPOSE TRIP THREEFOLD:
(1) GENERAL SURVEY OF FURNITURE MARKETING POSSIBILITIES;
(2) IDENTIFICATION OF POSSIBLE AGENTS; AND (3) PURSUIT OF
SPECIFIC PROJECTS IN KUWAIT FOR FURNISHING AIR FORCE
HEADQUARTERS AND INTERNATIONAL AIRPORT; IN JIDDA FOR KING
KHALID MILITARY CANTONMENT AND SAUDI NAVAL EXPANSION
PROJECT. KNOLL HAS BEEN IN TOUCH WITH ARCHITECTS AND
CONTRACTORS ON THESE PROJECTS.

2. GROUP ARRIVES IN KUWAIT JUNE 3; IN RIYADH JUNE 6;
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IN JIDDA JUNE 8, DEPARTING JIDDA JUNE 10.

3. IN RIYADH, GROUP WILL ATTEMPT ARRANGE APPOINTMENTS
WITH PRINCE FAISAL BIN SA'AD AND PAUL EDDE OF MID-EAST
CONSORTIUM. IN JIDDA, WITH OMAR TAKE OF SAJA TRADING
COMPANY AND HASHIM ALI REZA OF XENEL INDUSTRIES. GROUP
ALSO LOOKS FORWARD DISCUSSING MARKET POSSIBILITIES WITH

COMMERCIAL OFFICERS.

4. FOR KUWAIT: KNOLL INTERNATIONAL HAS BEEN IN TOUCH WITH BASHIR FAROUKI OF KHONAINI AND QATAMI REGARDING AGENCY/REP AGREEMENT ON PROJECT BY PROJECT BASIS. WOULD APPRECIATE VERY MUCH IF EMBASSY COULD CONTACT FAROUKI AND ARRANGE APPOINTMENT. WOULD ALSO APPRECIATE EMBASSY'S CONTACTING APPROPRIATE PERSON IN YUSUF AHMAD AL-GHANIM AND SONS AND REQUESTING APPOINTMENT FOR GROUP. GATCH IS FAMILIAR WITH YAAS BUT UNDERSTANDS COMPANY HAS UNDERGONE SOME CHANGES RECENTLY AND DOES NOT KNOW WHO HANDLES MARKETING AND AGENCY AGREEMENTS.
HABIB

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Current Classification: UNCLASSIFIED
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Control Number: n/a
Copy: SINGLE
Sent Date: 01-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: JJZIOLKOWSKI:LB
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ISecure: 1
Legacy Key: link1977/newtext/t197706101/aaaadkui.tel
Line Count: 75
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Type: TE
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